



SYSTEMS INTEGRATION AND MANAGEMENT

Systems integrators hold unique access to key healthcare and secure data decision-makers in the Baltimore-Washington region.

RWD Technologies	Maricom	ViPS
Optyxx	Ajilon Consulting	Lockheed Martin
Avatech Solutions	Plexus	Information Systems

INTERACTIVE TECHNOLOGIES AND COMPUTER GAME DEVELOPMENT

Maryland is home to 70 companies that develop interactive entertainment, simulation, modeling and training. Sid Meier, one of the pioneers of computer game development, is based at Firaxis Games in Hunt Valley.

Firaxis Games	Day 1 Studios	Bethesda Softworks	Enlight Interactive
Big Huge Games	Absolute Quality	XI Interactive	Gathering/Take-Two
BreakAway Ltd.	Direct Dimensions	GRS Games	Interactive Software

BUSINESS OPERATIONS CENTERS

Baltimore County enjoys a high concentration of workers in business operations centers, including financial, medical and payroll services, and the federal government.

T. Rowe Price	Global Payments	Verizon	Centers for Medicare and Medicaid Services headquarters
Johns Hopkins Medical	Metris	Inovant	
ADP	Comcast	Social Security Administration headquarters	
Legg Mason	MBNA Mid Atlantic		
Kaiser Permanente	Allstate Insurance		

**Select lists of Baltimore County companies*

TECHNOLOGY ADVANTAGE



Software Development

Interactive Technologies

Systems Integration

TECH SUPPORT

Your business can grow and thrive in Baltimore County Maryland. Technology firms can access:

Baltimore County Advanced Technology Loan Fund

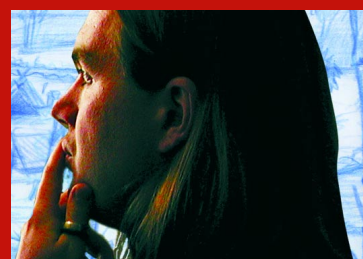
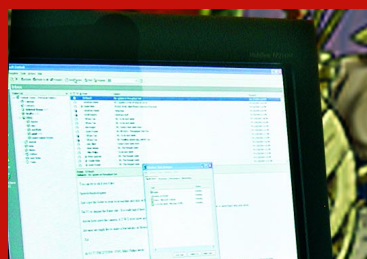
Maryland State Venture Capital Funds

Workforce Recruitment and Training Grants

*Small Business
Resource Center*

*Tech incubator with
shared resources*

Tax Credits



How can we help you?

Baltimore County Department of Economic Development
400 Washington Avenue Towson, Maryland 21204
Phone 410-887-8000
E-mail businesshelp@co.ba.md.us

www.baltimorecountyonline.info/business



BALTIMORE COUNTY
M A R Y L A N D



“In Baltimore County, we’re next to what’s important to our business – federal and military decision-makers in D.C., an exceptionally talented workforce, and affordable office space.”

- Douglas Whatley, CEO, BreakAway Ltd.

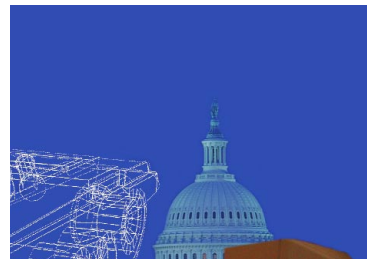
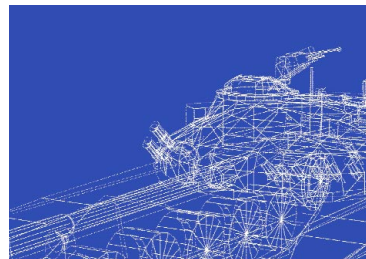
THE TECH ADVANTAGE

Technology companies discover strategic advantages in Baltimore County. Firms have access to a strong customer base, developed infrastructure, well-educated workers, affordable places to live, and a variety of financing and business support. Baltimore County is home to signature software development, interactive technologies and systems integration companies such as wireless solutions developer Aether Systems, computer game publisher Bethesda Softworks, 4GL School Solutions, healthcare software firm ViPS, and Lockheed Martin Information Systems.

CUSTOMERS AT YOUR DOOR

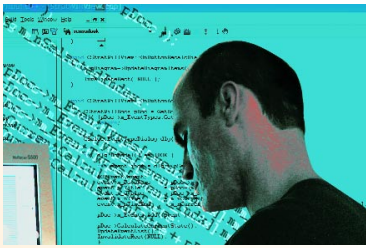
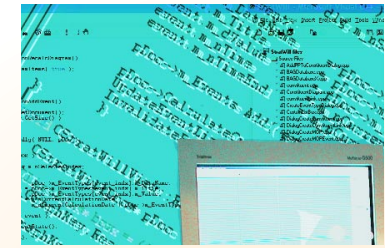
The world's largest IT customer, the U.S. Federal Government, plus 45 federal and academic research institutes in computer sciences, are at your doorstep. Headquarters for the Social Security Administration, Centers for Medicare and Medicaid Services, and regional FBI headquarters are located in Baltimore County. From your offices in Baltimore County, you'll have easy access to the entire mid-Atlantic including Washington, D.C. (50-minute drive), downtown Baltimore (20-minute drive), and Manhattan (2 hours by train). For longer trips, Baltimore Washington International Airport (BWI) links you to the world, with Martin State Airport convenient for corporate air travel.

R&D and Tech Transfer: Baltimore County companies can access over 220 federal and academic research institutes in Maryland, with 45 specializing in computer sciences.



TECH TALENT

Maryland has the highest concentration of professional and technical workers in the United States. Over 31% of Baltimore

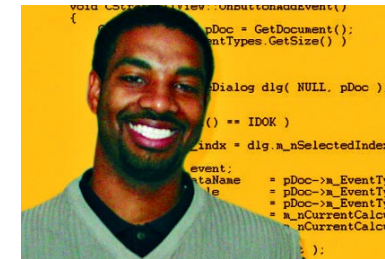


Tech Workers: Maryland ranks 8th in the nation in software services employment with 41,800 jobs, from computer programming to integrated systems design. AecA2002 Cyberstates report



County workers have bachelors degrees or beyond. Baltimore's tech talent stems from the region's 25 colleges and universities, including Johns Hopkins, University of Maryland Baltimore County (UMBC), Towson University, and Maryland Institute College of Art. Specialized programs include studies in artificial intelligence, digital arts and systems integration. UMBC currently enrolls nearly 3,000 IT related majors, producing almost 40 percent of Maryland's bachelor's degrees in IT annually.

Recognizing the potential of interactive technologies and game development, Baltimore County Public Schools, the Community College of Baltimore County and University of Baltimore have developed a unique degree program in multimedia and game development.

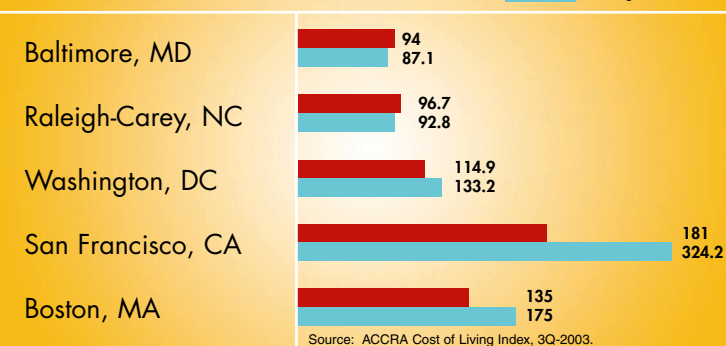


RELIABLE TELECOMMUNICATIONS AND SPECIALIZED TECH CENTERS

Baltimore County's telecommunications infrastructure provides system reliability, data, voice and image integrity, high performance transport, and flexibility in accessing new services. Co-carriers are available in major employment centers, offering price competition, increased diversity routing options, and faster rollout of new services and technologies.

Bwtech@UMBC, a new research and technology park next to the University of Maryland Baltimore County campus, is just minutes from BWI Airport. Park tenants such as software developer RWD Technologies can access Internet 2's next generation capabilities. The university's six research centers attract over \$89 million in annual funding, including the UMBC Center for Advanced Studies in Photonics Research (CASPR). The techcenter@UMBC incubator offers shared resources for start-up and emerging companies.

METRO AREA COST OF LIVING



AFFORDABLE LIVING

You don't need to sacrifice location or a quality lifestyle for affordable living. In Baltimore County, you'll enjoy lower labor costs and a lower cost of living – over one-half less than San Francisco. This means that your business and your employees can enjoy all the benefits of the region without the high price tag